

Case Study 4: Supplying 200+ LCVs Over a 10+ Year Fleet Partnership

Client Overview

Salvation Army Trading Company Ltd – The trading arm of the Salvation Army, operating a large national network requiring dependable light commercial vehicles (LCVs).

The Challenge

Managing a high-volume fleet across a national operation required scalable procurement, accurate vehicle specification, consistent long-term supply, and reliable aftercare support.

The Solution

PureVans developed a strategic long-term fleet partnership, sourcing the correct vehicle specifications and providing ongoing aftercare support. By embedding into the procurement strategy, PureVans ensured vehicles were right first time and supported throughout their lifecycle.

The Results

- 200+ LCV units supplied
- 10+ year retained fleet partnership
- Ongoing specification alignment
- Referral-generating service

Client Testimonial

“Pure Vans have supplied LCVs to the Salvation Army Trading Company for over 10 years. Over this time, they have listened to our vehicle requirements and helped to procure the right vehicles. Always helpful with aftercare and nothing is too much for them when asked. Have recommended them to other businesses when asked who supplied our vehicles and this has led to purchases.”

— Chris Bentley, Fleet Manager, Salvation Army Trading Company Ltd